

National Aeronautics and Space Administration



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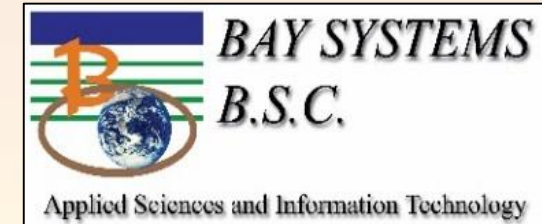
**Tips for Success: Building and Maintaining
Relationships with Prime Contractors**

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Bay Systems Consulting (BSC) is an award-winning Small Business Administration (SBA) Certified HUBZone and small disadvantaged, woman-owned company that has provided advanced high-technology solutions for the aerospace, government, cyber security, education, and defense industries since 2004.

- These events have taught BSC how to navigate the complicated processes of doing business with large government agencies like NASA and the major contractors that support it.
- Because of events like this, BSC now supports major contractors like SAIC, KBR Wyle, Leidos, AECOM, and General Dynamics, for example.
- BSC has earned more than 30 awards and accolades from NASA and various Primes.

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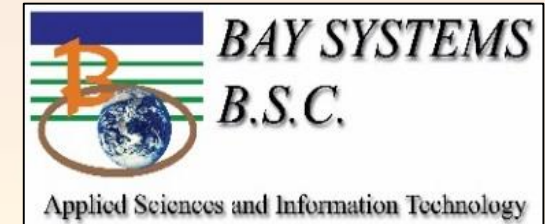
Establish Prime Contractor Relationships by:

- Doing your homework
- Matching your company's core skills with NASA's and Prime's needs
- Getting needed Certs & Designations: SAM, TS/SCI, EDWOSB, HUBZone
- Obtaining Cage Code, DUNS, and TIN

Maintaining Prime Relationships by:

- Being a solid team member, not a solo flyer
- Staying flexible, adroit, and quick on your feet
- Communicating often and keeping a high profile
- Having "Unparalleled commitment to customer service"

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